



* = Trial ongoing ** = New trial

1. TOBACCO INGREDIENTS

1.1 Qualify an alternative source for cocoa peel and/or "Cochise". *
Reason: Strategic (alternative source). TOP PRIORITY
Start of trials (with Meiners Commodity): 03/1985.

1.2 Qualify an alternative source for propylene glycol. *
Reason: Strategic (alternative source).
Start of trials: 08/1988.

1.3 Qualify an alternative source for block licorice. *
Reason: Strategic (alternative source). TOP PRIORITY
Start of trials: 08/1988

1.4 Confirm qualification of Fertilizers & Chemicals, Haifa, as a supplier of licorice powder. *
Reason: Confirmation of previously approved quality/supplier, following quality problems.
Start of trials: 08/1988.
If not successful: Qualify EVD Gardanne and/or Sistas.

1.5 Qualify an alternative source for natural menthol and/or for synthetic menthol. *
Reason: Strategic (alternative source).
Start of trials: 10/1988.

2. FILTER ADDITIVES

2.1 Continue research/qualification reg. small granulometry charcoal RC 328 as used by PM-USA. *
Reasons:
a Quality improvement of black semis (more regular distribution of charcoal, and RTD can be obtained more easily).
b Cost saving of approx. 200'000\$ p.a. (15-20% less charcoal are needed).
Start of trials: 06/1988.

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Attachment 3

CIGARETTE MATERIAL TRIAL C O N C E P T 1 9 8 9

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3. T O W S

3.1 Terminate qualification of Courtaulds for the supply of

- 2.1/42Y FTR VAF01 (second supplier) *
- 2.5/30Y FTR MLE01 (second supplier) *

Start of trials: 11/1987.

- 3.0/35Y PMB MLB (extend qualification to PMB (MLB) and to two licensees (Algeria and Finland) *

Start of trials: 12/88.

- 3.0/35Y FTR MLK/B (extend qualification to FTR) **

TOP PRIORITY

3.2 Qualify alternative source for crêpe paper.

Reason: Strategic (and security).

First contacts: 06/1988.

3.3 Qualify Ectona, Great Britain (3.0/35Y).

Reason: Strategic, Ectona = European Eastman company (test upon management request).

Start of trial: 01/1987.

4. P L U G W R A P S

4.1 Ensure that all three high-porous papers (Sch & H, Mauduit, Dexter)

give the same ventilation (super-positionning tests).

At the same time, replace Intertab's Sch & H 8250 by the appropriate new Sch & H 9500 / 10'000.

Reason: Quality and standardisation.

Start of trials (with Sch & H 10'000): 11/1988

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4.2 Increase smoothness of high-porous paper Dexter 24-93

(at present, it cannot be used on both semi and combi filters).

Reason: Quality and logistical flexibility.

4.3 Qualify a replacement for Mauduit's PPW 140.

Reason: Commercial (replacement).

Start of trials: 05/1988.

TOP PRIORITY

4.4 Ensure that the medium-porous papers (Sch & H, Mauduit, Wattens, Glatz) give the same ventilation (super-positioning tests).

Reason: Quality.

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5. C I G A R E T T E P A P E R S

5.1 Qualify alternative source (Sch & H) for Raffles.
Reason: Strategic (and security).

5.2 Qualify alternative source for PMU cigarette.
Reason: Strategic.
Start of trials: 08/1988.

5.3 Qualify alternative source (Mauduit) for Sch & H's
Pela 54 Mn.
Reason: Strategic (and security).

6. T I P P I N G P A P E R S

6.1 Qualify micro-laser perforation 5M 0.5.3.5 from Benkert.
Reason: Strategic (second supplier for this perforation).
Start of trials: 03/1988.

6.2 Qualify white base paper from Tann.
Reason: Commercial.
Start of trials: 10/1987.

6.3 Qualify Miquel y Costas (EP cork tipping).
Reason: Commercial, upon management request (qualification
of a supplier in EEC).
Start of trials: 03/1988.

6.4 Laser-spray tippings from Malaucène (instead of EP).
Reason: Gain experience on this new technology (management
request).
Start of trials: 06/1988.

6.5 Establish equivalence of porosity of micro-laser perforation,
between Malaucène and Benkert (4M 0.15.4.5 vs L4R/116).
Reason: Quality.
Start of trials: 11/1987.

6.6 Project FITIA (Filter Tip Attachment), to improve the gluing of
the tippings to the filter plug and the tobacco rod, with
good machinability (envelope, gluing) at speeds up
to 8000 cig./min.
Reason: Quality and machinability.
Start of project: 01/1988.

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7. G L U E S

7.1 Qualify alternative source for PVA cigarette seam glue.

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Reason: Strategic.

Trials reactivated 09/1988.

7.2 Develop and qualify natural glues for the cigarette seam.

Reason: Commercial and legal (upon management request).

Re-activation of trial planned for beginning 1989.

7.3 Qualify an alternative glue for the cigarette seam of Raffles.

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TOP PRIORITY

Reason: Quality (cigarette seam opening) and machinability on high-speed maker.

Start of trials: 11/1988.

7.4 Qualify an alternative Hotmelt for the filter seam

(resistant to triacetine).

Reason: Strategic (alternative source).

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